



UTOPIA SAFARIS LIMITED

B2B COMPANY PROFILE

Your trusted destination partner for Tanzania

Tourism EXPO Japan 2026

Wildlife Safaris • Kilimanjaro Trekking • Zanzibar Holidays • FIT & Groups

Company Overview

Utopia Safaris Limited is a locally based Tanzanian tour operator headquartered in Arusha. We design and operate tailor-made journeys across Tanzania for international travel partners, private travellers, groups and special-interest clients.

Our core strength is local destination knowledge combined with flexible trip design, professional guiding and dependable on-the-ground support. We work with overseas tour operators, travel agencies and wholesalers seeking a responsive destination partner for Tanzania.

BASE	MARKETS	OPERATIONS
Arusha, Tanzania	B2B	Tanzania & Zanzibar



Why Partner With Utopia Safaris

- Direct local contracting and fast communication
- Tailor-made itineraries for FIT, groups, families, honeymooners and photographers
- Private 4×4 safari vehicles with professional guides
- Flexible accommodation selection from comfortable lodges to luxury camps
- 24/7 guest assistance during travel
- Responsible tourism and respectful wildlife viewing

Our Product Portfolio

Wildlife Safaris	Northern, southern and western Tanzania circuits, including Serengeti, Ngorongoro, Tarangire, Lake Manyara, Nyerere, Ruaha, Katavi and more.
Great Migration Journeys	Seasonally planned itineraries for calving, central plains, western corridor and northern river-crossing areas.
Luxury & Premium Travel	Private guiding, carefully selected lodges, fly-in options, special dining and exclusive experiences.
Photography Safaris	Flexible schedules, sunrise and sunset positioning, extended sightings and photography-friendly vehicles.
Kilimanjaro & Meru Trekking	Customised climbing programmes with logistical support and pre- or post-climb safari extensions.
Zanzibar & Bush-to-Beach	Beach stays, Stone Town, spice tours, marine activities and safari combinations.
Family, Honeymoon & Special Interest	Comfortable pacing, cultural activities, romantic journeys and interest-led programmes.
Groups & Incentives	Custom programmes for leisure groups, corporate incentives and private departures.

Key Destinations



Northern Circuit

Serengeti • Ngorongoro • Tarangire • Lake Manyara • Arusha • Kilimanjaro

Southern Circuit

Nyerere • Ruaha • Mikumi

Western Tanzania

Katavi • Mahale Mountains • Gombe • Rubondo Island

Coast & Islands

Zanzibar • Saadani • Indian Ocean extensions

What We Can Build for Your Clients

Short safari extensions, classic 7–10 day circuits, migration-focused journeys, luxury fly-in programmes, safari and Zanzibar combinations, trekking extensions, family holidays, honeymoon journeys, photographic departures and fully customised private trips.

Operations & Service Standards



- Dedicated itinerary planning and quotation support
- Airport meet-and-greet and private transfers
- Professional English-speaking safari guides
- Well-maintained 4x4 safari vehicles with pop-up roofs
- Accommodation booking and supplier coordination
- Park fees, domestic flights and activity arrangements
- Guest briefing, emergency support and trip monitoring
- Post-trip partner follow-up and service review

Our B2B Approach

We understand that overseas partners require accurate quotations, clear inclusions, reliable operations, and consistent communication. Our team can provide net rates, customised programmes, branded or unbranded itineraries, operational updates, and prompt assistance before, during, and after travel.

Subject to mutual agreement on commercial terms, operational standards, and conditions, we are also flexible in supporting partner branding throughout the guest experience. This may include branded guide uniforms, safari vehicles displaying your company logo, travel documents, welcome materials, and other agreed touchpoints.

Our Team & Brand-New 2026 Safari Fleet

A Great, Knowledgeable Local Team

Our team combines strong local destination knowledge with professional guiding and dependable on-the-ground support. Our safari guides understand Tanzania's parks, wildlife, routes and guest needs, helping us deliver smooth, informative and memorable journeys for every client.



Dedicated local team - professional, knowledgeable and ready to support our partners and guests.

Brand-New Safari Vehicles - 2026 Models

Our new 2026 safari fleet strengthens comfort, reliability and operational readiness. These vehicles support our private safari and group operations across Tanzania and reflect our commitment to maintaining a dependable, high-quality guest experience on the ground.



Sample Sellable Programmes

5 Days Northern Tanzania Safari

Tarangire • Ngorongoro • Lake Manyara

A compact introduction for first-time visitors and safari extensions.

7 Days Classic Tanzania Safari

Tarangire • Serengeti • Ngorongoro

A balanced core product with iconic wildlife and comfortable pacing.

8 Days Great Migration Safari

Serengeti migration areas • Ngorongoro

Seasonal wildlife programme for clients seeking the migration spectacle.

9 Days Photography Safari

Tarangire • Ngorongoro • Serengeti

Longer game-viewing time and photography-friendly scheduling.

10 Days Luxury Safari & Zanzibar

Northern circuit • Zanzibar

Premium bush-to-beach journey for couples and honeymooners.

Kilimanjaro + Safari Extension

Mountain route • Northern parks

Trekking with a restorative safari extension before or after the climb.

How We Work With Travel Partners

1	Brief	Share your market, client profile, preferred standard and target budget.
2	Design	We prepare a customised route, accommodation proposal and quotation.
3	Refine	We revise the programme until it matches your commercial and guest requirements.
4	Confirm	We secure services and provide booking documentation and payment guidance.
5	Operate	Our local team manages the journey and supports your clients throughout.
6	Follow Up	We review delivery and support repeat or series business.

Ideal Partnership Opportunities in Japan

We welcome cooperation with tour operators, travel agencies, wholesalers, specialist travel planners, incentive organisers and affinity groups seeking a reliable Tanzania destination partner. We are especially interested in long-term product development, FIT sales, private group departures, themed journeys and co-marketing opportunities.



LET'S BUILD TANZANIA TOGETHER

Meet Utopia Safaris at Tourism EXPO Japan 2026

Exaud Marandu

Managing Director
Utopia Safaris Limited
Arusha, Tanzania

info@utopia-safaris.com

res1@utopia-safaris.com

+255 787 664 033 (WhatsApp)

+255 686 888 200

www.utopia-safaris.com



Scan to explore our itineraries

Memberships, Recognition & Industry Affiliations

Utopia Safaris Limited works within Tanzania's professional tourism and conservation sector. Our memberships, industry relationships and independent recognition reinforce our commitment to responsible operations, quality service and trusted destination partnerships.

Verified 2026 Membership

Utopia Safaris Limited is a member of the Tanzania Association of Tour Operators (TATO) for 2026. The membership certificate is valid through 31 December 2026.



TATO

2026 Member



East African Wild Life Society

Industry affiliation



TANAPA

Tanzania National Parks



Ngorongoro Conservation Area

Conservation authority



**Tripadvisor
Travelers'
Choice™**

Tripadvisor Travelers' Choice

2026 Recognition